

Message Text

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44

ACTION PM-07

INFO OCT-01 NEA-10 ISO-00 SSO-00 NSCE-00 INRE-00 NSC-10

SPC-03 SS-20 RSC-01 L-03 CIAE-00 INR-10 NSAE-00 MC-02

AID-20 OMB-01 TRSE-00 IGA-02 DRC-01 /091 W

----- 110787

O R 131245Z NOV 73

FM AMEMBASSY KUWAIT

TO DA WASHDC//DALO-ILS-M// IMMEDIATE

SECDEF WASHDC IMMEDIATE

SECSTATE WASHDC IMMEDIATE 8089

INFO CDRAMC ALEX VA//AMCIL-MS-3//

RK NAAA/USCINCEUR

CDRTACOM WARREN MI

CDRTROSCOM STL MO

AMEMBASSY ABU DHABI IMMEDIATE

C O N F I D E N T I A L KUWAIT 4027

DA FOR PLUMMER AND MCCONNEL FROM HENRY

ABU DHABI FOR AMBASSADOR

E.O. 11652: GDS

TAGS: MASS KU

SUBJ: FMS KUWAIT

REF: FONECON BETWEEN LTC HENRY KUWAIT AND MR PLUMMER/LTC

MCCONNELL DAL-ILS-M 12 NOV 73

B. KUWAIT 3980 071243Z NOV 73

1. THIS CONFIRMS REVSA.

2. ON 12 NOV 73 HELD EXTENSIVE DISCUSSIONS WITH MOD, SHAIKH
SA'AD AND PROCUREMENT OFFICER COL SAYEGH. THE FOLLOWING KEY
ISSUED RESULTED:

A. MOD WAS READY TO ACCEPT 1/4 TON TRK L.O. UNTIL HE DISCOVERED
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SCHEDULE OF PAYMENTS. HE INSISTS THAT TERMS OF PAYMENTS BE

FIVE PERCENT ON DATE OF ACCEPATANCE, TEN PERCENT WITH SIX MONTHS AND THE REMAINDER ON DELIVERY OF ITEMS IN KUWAIT. HENRY ADVISED HIM HE WILL INVESTIGATE POSSIBILITY OF DOING THIS. UPPARENTLY THIS IS THE SYSTEM USED BY OTHER COUNTRIES PER THE EXAMPLE OF CONTRACTS HE SHOWED HENRY. IS URGENT THAT THIS BE CLEARED UP BECAUSE OF THE SHORT TIME REMAINING FOR THE 1/4 TON TRK PRODUCTION.

B. MOD FEELS THAT 23 MONTHS DELIVERY ON 800-SERIES VEHICLES UNACCEPTABLE AND DELIVERY MUST BEGIN IN 12 MONTHS AND BE COMPLETED BY 23 MONTHS.

C. MOD UNHAPPY THAT COST OF FIVE TON TRK HAS INCREASED ABOVE THAT PREVIOUSLY QUOTED BY TWO US SURVEY TEAMS. REALIZE LITTLE CHANCE OF PRICE REDUCTION. HOWEVER MUST HAVE DETAILED EXPLANWTION VIA MESSAGE WHY PRICE INCREASE TO PERMIT MOD EXPLANATION TO DEFENSE COUNCIL AND MINISTER OF FINANCE.

D. MOD WAS PREPARED YESTERDAY TO SIGN 1/4 TON TRK LO AND STATED THAT HE IS READY TO SIGN ALL RPT ALL L.O.'S AS SOON AS TERMS OF PAYMENTS ARE CHANGED AS INDICATED ABOVE. (ALTHOUGH MOD NOT RPT NOT SPECIFIC, ASSUME HE MEANT L.O.S FOR ALL VEHICLES/TRAILERS.)

3. SINCE YUGOSLAV DEFENSE/INDUSTRY TEAM ARE PRESENTLY IN KUWAIT AND WERE IN DISCUSSION WITH MOD JUST PRIOR TO HENRY'S APPOINTMENT OFFERING SIMILAR EQUIPMENT AT CONSIDERABLY LOWER PRICES, STRONGLY URGE REVISED LO'S BE PREPARED, CONSIDERING PARA 2, IN MOST EXPEDITIOUS MANNER AND DISPATCHED HERE ASAP. SUGGEST MURPHREE HAND CARRY IF POSSIBLE.

4. BASED ON 13 NOV MEETING WITH SAYEGH CONTENTS OF PARAS 4 AND 5 KUWAIT MSG 3969 NO LONGER VALID. SEPARATE MSG COVERING WHEELED VEHICLE, TRAILER, CONSTRUCTION EQUIPMENT AND SPECIAL PURPOSE EQUIPMENT WILL BE DISPATCHED.

5. REQUEST YOU ADVISE ON STATUS OF HENRY RETURNING TO KUWAIT FOR 180 DAYS TDY (REF B).
MCCLELLAND

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Executive Order: GS
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